



# City of Loma Linda Official Report

Karen Gaio Hansberger, Mayor  
Floyd Petersen, Mayor pro tempore  
Robert Christman, Councilmember  
Stan Brauer, Councilmember  
Robert Ziprick, Councilmember

COUNCIL AGENDA: January 11, 2005

TO: City Council

VIA: Dennis R. Hallaway, City Manager

SUBJECT: Chamber of Commerce Quarterly Report and request for  
disbursement of funds pursuant to agreement with the City

## RECOMMENDATION

It is recommended that the City Council receive the Quarterly Report for filing and authorize disbursement of funds.

**REQUEST FOR QUARTERLY FUNDING  
WITH ATTENDING SUPPORT DOCUMENTS  
TO**

**LOMA LINDA CITY COUNCIL  
LOMA LINDA REDEVELOPMENT AGENCY**

**January 11, 2005**

**C O N T E N T S**

- \* President's Letter of Request for Quarterly Payment
- \* Roster of Directors 2005
- \* Staff Activity Reports (October/November/December 2004)
- \* Comparative Budget 2003, 2004, 2005
- \* Financial Report Through December, 2004
- \* Membership Update Material (October/November/December 2004)
- \* *Loma Linda Report* November/December 2004 Issue

2004 CHAMBER  
BOARD OF DIRECTORS

Phil Jolley, President  
Golden Opportunities

Rose Estupinan, Vice-President  
Heritage Gardens

Dick Schaefer, Secretary  
Loma Linda University

Kathy Dexter, Treasurer  
Design by Dexter

Manuel Aranda, Jr.  
SBV Water Conservation District

Phil Carlisle  
Loma Linda Market &  
Nutrition Center

Elsie Chan  
Spectrotape Corporation

Jean Chiuminatta  
State Farm Insurance

Robert Frost  
Loma Linda University Foundation

Dr. David B. Hinshaw, Jr.  
Loma Linda University  
Medical Center

Janet Hyatt  
Loma Linda Antique Mall

L. Roo McKenzie  
Loma Linda Academy

Jeanne Minnerly  
The Copeland Group

John Ruffcorn  
Retired, University Church of  
Seventh-day Adventists

Dean Stordahl  
VA Loma Linda Healthcare System

Mel Upp  
Inland Printing

James Walling  
Inland Community Bank

Margi Worley  
Margi's Sewing Boutique

DIRECTORS EMERITUS

Dr. David Bieber  
Retired, Past President  
Loma Linda University

Elmer Digneo  
Retired, Past Head Principal  
Loma Linda Academy

Norman Meyer  
Retired, Former Vice-President  
Loma Linda Community Hospital &  
Loma Linda University Medical Center

Lillian Miller  
University Realty

Willard Stewart  
United Property Management

# LOMA LINDA

CHAMBER OF COMMERCE

January 11, 2005

The Honorable Karen Gaio Hansberger, Mayor  
Members of the City Council  
Members of the Redevelopment Agency  
Dennis Halloway, City Manager  
City of Loma Linda  
Loma Linda, California 92354

Re: Quarterly Report of the Loma Linda Chamber of Commerce

Dear Mayor Hansberger,  
Council Members, and  
Redevelopment Agency Members:

On behalf of the Loma Linda Chamber of Commerce, I am submitting the following report under the terms of the promotional agreements between the City of Loma Linda/Redevelopment Agency and the Chamber of Commerce. It is our understanding that although the agreements with these two bodies will continue as before, total funding will come from the Redevelopment Agency.

Please consider this the Chamber's official request for funds in the amount of \$12,350.00 to be released January 11, 2005, from the Redevelopment Agency, pursuant to the Chamber's ongoing promotional agreements. This payment represents compensation for completion of work during December 2004, January, and February 2005.

Since our last report, the Chamber has increased its responsibilities and activities, some new and others ongoing:

1. We continue to serve the general public and the business community, with total response to requests and inquiries and general communications (excluding newsletter) at 8,752 for the months of October, November, and December, 2004. Detailed reports are attached.
2. The November/December issue of the Chamber's *Loma Linda Report* incorporating City news was published and distributed to all households and businesses in Loma Linda. Circulation is 10,000. We are enclosing a copy of this issue.

*Your Chamber for the 21st Century*

Mayor Hansberger, Council Members, and  
Redevelopment Agency Members  
January 11, 2005

3. We coordinated and held our 13<sup>th</sup> Annual State of the Community Luncheon on December 16<sup>th</sup>, with over 170 people attending.
4. We conducted an internal financial procedures review.
5. We conducted nominating and election procedures for 2005 Board and Officers.
6. Our membership now stands at 236.
7. We held Program of Work sessions to develop our plans for 2005-2006.
8. We developed our Chamber budget for 2005-2006.
9. The Chamber continues participation in community affairs in general. More specifically, the Chamber participated (attending, providing manpower, soliciting funds and/or prizes, giving public support, etc.) in the following:

We coordinated and/or attended the following:

- \* Loma Linda Chamber Tri-Mixer at Hands-On Medical Massage School on November 4<sup>th</sup>.
  - \* C.A.R.E. Grand Opening/Ribbon Cutting on November 9<sup>th</sup>.
  - \* GFE Coffee House Grand Opening/Ribbon Cutting on December 2<sup>nd</sup>.
  - \* Loma Linda Antique Mall Christmas Mixer on December 3<sup>rd</sup>.
  - \* LLU Campus/Chamber Connection on October 5<sup>th</sup>.
10. Regular meetings include Executive Committee, Board of Directors, Breakfast Network, Legislative Committee, and Chamber Ambassadors. Other committees meet on an as needed basis.
  11. The Breakfast Network continues to meet every Wednesday at 7:30 a.m. for programs and networking. Attendance averages about 25-30.

The following Chamber-sponsored activities and projects are in the planning stages through the next quarter:

- Continued refinement and updating of our Chamber's website and expansion of e-mail directory for more timely and economical communication with members.
- Ongoing marketing campaign to increase Chamber revenue stream through expansion of membership base and advertising base.

Mayor Hansberger, Council Members, and  
Redevelopment Agency Members  
January 11, 2005

- Ongoing site visits to businesses to gather input for the Chamber and City as we work toward a continuing "business friendly" environment.
- Coordination with the University and Medical Center for their 100<sup>th</sup> Anniversary celebration, including commemorative issue of our Business Directory/Resource Guide.
- 2005-2006 Business Directory and Resource Guide.
- Annual Community Awards and Installation Dinner, Thursday, January 27<sup>th</sup> at the San Bernardino Hilton.

Our office continues to serve the public and coordinate the activities of the Chamber under the direction of Chief Executive Officer, Peg Karsick, with the support of her Executive Assistant, Darla Stern, part-time Special Projects Assistant, Sandy Clem, and office volunteers. We invite you to stop by our office soon. They welcome your inquiries and input as we all work together for Loma Linda's benefit. Detailed staff reports are attached for your information.

As Chamber President for the year 2005, I look forward to our continuing contractual agreements to promote the City of Loma Linda. Our Officers, Directors and our staff will continue to work closely with the City's departments to encourage and support a positive business climate, to foster total community involvement in our Chamber of Commerce, and to promote Loma Linda as a city that is business friendly. Please feel free to call on us to assist through mobilizing our business and community resources as concerns arise.

Sincerely,



Rosemary Estupinan  
President

RE/ds

Attachments



**2005 Officers and Board of Directors**  
(Effective January 5, 2005)

**President:** Rose Estupinan  
**Secretary:** Norm Meyer

**President-elect:** Jim Walling  
**Treasurer:** Kathy Dexter

Manuel Aranda, Jr. 12/31/05  
SBV Water Conservation Dist.  
P.O. Box 1839  
Redlands, CA 92373  
793-2503

David Bieber Emeritus  
11560 Hillcrest  
Loma Linda, CA 92354  
796-4521

Phil Carlisle 12/31/06  
LL Market & Nutrition Center  
11161 Anderson St.  
Loma Linda, CA 92354  
824-4565

**Elsie Chan 12/31/06**  
**Vice President of Membership**  
**Spectrotape Corporation**  
**345 W. Valley Blvd.**  
**Colton, CA 92324**  
**825-6744**

**Jean Chiuminatta 12/31/05**  
**Vice President of Bus. Promo's**  
**State Farm Insurance**  
**P.O. Box 276**  
**Sky Forest, CA 92385**  
**336-7233**

**Kathy Dexter 12/31/05**  
**Treasurer**  
**Design by Dexter**  
**964 Creek View Lane**  
**Redlands, CA 92373**  
**307-2221**

Elmer Digneo Emeritus  
10613 Ohio St., P.O. Box 1333  
Loma Linda, CA 92354  
796-0465

**Rose Estupinan 12/31/05**  
**President**  
**Heritage Gardens**  
**25271 Barton Rd.**  
**Loma Linda, CA 92354**  
**796-0216**

Robert Frost 12/31/05  
LLU Foundation  
Loma Linda University  
Loma Linda, CA 92350  
558-4534

David Hinshaw, Jr. 12/31/05  
LLU Medical Center  
11234 Anderson St.  
Loma Linda, CA 92354  
558-4013

Phil Jolley 12/31/07  
Golden Opportunities  
25884-D Business Center Dr.  
Redlands, CA 92374  
799-5181

L. Roo McKenzie 12/31/05  
Loma Linda Academy  
10656 Anderson St.  
Loma Linda, CA 92354  
796-0161 x3301

**Norman Meyer Emeritus**  
**Secretary**  
**25762 Sunrise Way**  
**Loma Linda, CA 92354**  
**799-0777**

Lillian Miller Emeritus  
University Realty, Inc.  
11156 Anderson, P. O. Box 788  
Loma Linda, CA 92354  
796-0156

Jeanne Minnerly 12/31/06  
The Copeland Group  
25809 Business Ctr Dr., #F  
Redlands, CA 92374  
799-8565

Beverly Powell 12/31/07  
Southern California Edison  
287 Tennessee Avenue  
Redlands, CA 92373  
307-6742

John Ruffcorn 12/31/05  
23187 Glendora Dr.  
Grand Terrace, CA 92313  
824-2986

Dick Schaefer 12/31/06  
The Heritage Room  
Loma Linda University  
Loma Linda, CA 92350  
558-1000

Willard Stewart Emeritus  
United Property Management  
10535 Anderson St.  
Loma Linda, CA 92354  
796-2897

Dean Stordahl 12/31/06  
VA Loma Linda Healthcare Sys.  
11201 Benton St.  
Loma Linda, CA 92354  
422-3002

**James Walling 12/31/07**  
**President-elect**  
**Inland Community Bank**  
**11175 Mt. View Ave., Ste. O**  
**Loma Linda, CA 92354**  
**796-7100 x221**

Trey Weatherill 12/31/07  
University Mortgage  
24949 Prospect Avenue  
Loma Linda, CA 92354  
796-1404

Margi Worley 12/31/06  
Margi's Sewing Boutique &  
Image Consultant  
11411 Anderson Street  
Loma Linda, CA 92354  
796-4600

Peg Karsick, CEO  
LL Chamber of Commerce  
25541 Barton Road, Ste. 4  
Loma Linda, CA 92354  
799-2828

# LOMA LINDA CHAMBER OF COMMERCE ACTIVITY REPORT

## OCTOBER 2004

### CORRESPONDENCE AND INFORMATION INQUIRIES

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Letter and Material Responses to Requests:	5
Faxes	45
E-Mails	18
Web Site Hits (Phil Jolley)	1081
E-Mail Membership Alerts	0
Information Inquiries by Telephone and Walk-Ins:	276
Economic Development Activity (New)	6
Relocation Information	15
Invoices:	52
Other:	0

#### Membership:

Renewal Acknowledgements	17
New Member Acknowledgements	1
Member Solicitation, other than mailings	8

**Total Membership & Business Correspondence: 1,524**

Member Appreciation Luncheon Sponsor Thank You Letters	8
Campus Chamber Connection Thank You Letters	19
Community Parade Participant Letters	51
Community Parade Sponsor Thank You Letters	16
Community Parade Committee Thank You Letters	32
Ribbon Cutting, Chamber Mixer & Calendar Mailing	277

**TOTAL CORRESPONDENCE AND INQUIRIES: 1,927**

### REGULAR ACTIVITIES

Coordinated meetings; coordinated with Treasurer to prepare financial reports.

Oversaw set up and coordinated preparation for Breakfast Network including scheduling of programs and phone calls to solicit attendance and support.

Conducted ongoing membership activity, following up on delinquent renewals and soliciting new members by mail and site visits.

Responded to inquiries from the public.

Handled routine office business.

Coordinated the November/December 2004 *Loma Linda Report*.

## **PARTICIPATION IN COMMITTEE MEETINGS AND OTHER ACTIVITY**

Regular Meetings Held/Attended:

October 13<sup>th</sup>, 20<sup>th</sup>, 27<sup>th</sup> Breakfast Network

October 14<sup>th</sup> – Ambassadors Corps. Meeting (Joint Meeting with Parade Committee

October 21<sup>st</sup> – Executive Committee Meeting

October 21<sup>st</sup> – Board Meeting

October 7<sup>th</sup>, 14<sup>th</sup> – Community Parade Planning Committee Meetings

**Meeting notices to Board and Committee Members: 76**

## **MISCELLANEOUS ACTIVITIES**

- Worked on transition activities outline with President Phil Jolley and President-elect Rose Estupinan (Program of Work plans, etc.).
- Coordinated plans for C.A.R.E. Grand Opening/Ribbon Cutting
- Coordinated and hosted the Campus Chamber Connection on October 5<sup>th</sup>.
- Hosted Loma Linda Elementary School students on field trip.
- Completed coordination of parade (cancelled due to rain).
- Submitted quarterly request for City funding.
- Worked on financial procedures review/informal audit.



# LOMA LINDA CHAMBER OF COMMERCE ACTIVITY REPORT

## NOVEMBER 2004

### CORRESPONDENCE AND INFORMATION INQUIRIES

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Letter and Material Responses to Requests:	12
Faxes	25
E-Mails	6
Web Site Hits (Phil Jolley)	1273
E-Mail Membership Alerts	0
Information Inquiries by Telephone and Walk-Ins:	195
Economic Development Activity (New)	2
Relocation Information	8
Invoices:	45
Other:	0

Membership:	
Renewal Acknowledgements	9
New Member Acknowledgements	4
Member Solicitation, other than mailings	9

**Total Membership & Business Correspondence: 1,588**

Program of Work Invite Letters	234
Advertisement Marketing Letters	125
Ribbon Cutting, Antique Mall Mixer & SOC Mailing	283
November/December Loma Linda Report	9,051
State of the Community Invitations	954

**TOTAL CORRESPONDENCE AND INQUIRIES: 12,235**

### REGULAR ACTIVITIES

Coordinated meetings; coordinated with Treasurer to prepare financial reports.

Oversaw set up and coordinated preparation for Breakfast Network including scheduling of programs and phone calls to solicit attendance and support.

Conducted ongoing membership activity, following up on delinquent renewals and soliciting new members by mail and site visits.

Responded to inquiries from the public.

Handled routine office business.

Distributed the November/December 2004 *Loma Linda Report*.

## **PARTICIPATION IN COMMITTEE MEETINGS AND OTHER ACTIVITY**

Regular Meetings Held/Attended:

November 3<sup>rd</sup>, 10<sup>th</sup>, 17<sup>th</sup> (Program of Work), 24<sup>th</sup> Breakfast Network

November 3<sup>rd</sup> – Ambassadors Corps. Meeting

November 4<sup>th</sup> – Meeting re: Financial Procedures and Policies Review

November 8<sup>th</sup> – Meeting with Directory & Maps regarding 2005 Directory

November 10<sup>th</sup> – Community Parade Planning Wrap-up Meeting

November 16<sup>th</sup> – Nominating Committee Meeting

November 16<sup>th</sup> – Meeting with LLUMC Public Affairs V.P. Gus Cheatham re: Directory  
and other issues

November 18<sup>th</sup> – Program of Work in lieu of Executive Committee Meeting

November 18<sup>th</sup> – Program of Work in lieu of Board Meeting

**Meeting notices to Board and Committee Members: 123**

## **MISCELLANEOUS ACTIVITIES**

- Worked on transition activities outline with President Phil Jolley and President-elect Rose Estupinan (Program of Work plans, etc.).
- Coordinated and attended Chamber Mixer at Hands-On Medical Massage School on November 4<sup>th</sup>.
- Coordinated and attended C.A.R.E. Grand Opening/Ribbon Cutting on November 9<sup>th</sup>.

# LOMA LINDA CHAMBER OF COMMERCE ACTIVITY REPORT

## DECEMBER 2004

### CORRESPONDENCE AND INFORMATION INQUIRIES

---

Letter and Material Responses to Requests:	2
Faxes	38
E-Mails	11
Web Site Hits (Phil Jolley)	1078
E-Mail Membership Alerts	0
Information Inquiries by Telephone and Walk-Ins:	222
Economic Development Activity (New)	4
Relocation Information	6
Invoices:	82
Other:	0

Membership:	
Renewal Acknowledgements	12
New Member Acknowledgements	2
Member Solicitation, other than mailings	7

**Total Membership & Business Correspondence: 1,458**

State of the Community Speaker Invite Letters	4
Yearly Calendar Mailing to Board Members	22
State of the Community Sponsor Thank You Letters	10
Directory Update Request & Nomination Mailing	234
State of the Community Speaker Thank You Letters	5
Installation & Award Dinner Invitations	955
Installation & Award Dinner Sponsor & Prize Solicits	953

**TOTAL CORRESPONDENCE AND INQUIRIES: 3,641**

### REGULAR ACTIVITIES

Coordinated meetings; coordinated with Treasurer to prepare financial reports.

Oversaw set up and coordinated preparation for Breakfast Network including scheduling of programs and phone calls to solicit attendance and support.

Conducted ongoing membership activity, following up on delinquent renewals and soliciting new members by mail and site visits.

Responded to inquiries from the public.

Handled routine office business.

Worked on the January/February 2005 *Loma Linda Report*.

## **PARTICIPATION IN COMMITTEE MEETINGS AND OTHER ACTIVITY**

Regular Meetings Held/Attended:

December 1<sup>st</sup>, 8<sup>th</sup>, 22<sup>nd</sup> Breakfast Network

December 1<sup>st</sup> – Ambassadors Corps. Meeting

December 7<sup>th</sup> – Budget Committee Meeting

December 9<sup>th</sup> – Executive Committee Meeting

December 9<sup>th</sup> – Board Meeting

December 20<sup>th</sup> – Meeting re: Financial Procedures and Policies Review (Internal Audit)

**Meeting notices to Board and Committee Members: 54**

## **MISCELLANEOUS ACTIVITIES**

- Coordinated and hosted State of the Community Luncheon on December 16<sup>th</sup>.
- Worked on transition activities outline with President Phil Jolley and President-elect Rose Estupinan (Program of Work plans, etc.).
- Coordinated and attended Chamber Mixer at Loma Linda Antique Mall on December 3<sup>rd</sup>.
- Coordinated and attended GFE Coffee House Grand Opening/Ribbon Cutting on December 2<sup>nd</sup>.
- Met with Pete Patel and Community Development Director Deborah Woldruff to discuss his proposed plan for a hotel in Loma Linda.
- Worked on copy for 2005-2006 Business Directory and Resource Guide.
- Worked on the Annual Community Awards and Installation Dinner and Silent Auction, scheduled for January 27<sup>th</sup>.

# LOMA LINDA CHAMBER OF COMMERCE

## Comparative Budget 2003-2005

	2003	2004	2005
<b>INCOME</b>			
CHAMBER PUBLICATIONS	4,000	1,000	1,000
INTEREST INCOME	200	150	100
LL CITY & REDEVELOPMENT	48,446	49,173	49,914
MEMBERSHIP EVENTS	2,000	3,000	500
MISCELLANEOUS INCOME	500	500	500
NEW MEMBERS	6,000	6,000	7,000
NEWSLETTER	12,000	12,000	15,000
MEMBERSHIP RENEWALS	27,000	27,000	28,000
SPECIAL EVENTS			
COMMUNITY LUNCHEON	3,000	3,000	4,000
EXPO	7,000	7,000	8,000
GOLF	16,500	19,000	22,000
INSTALLATION	10,500	13,000	14,000
PARADE	6,000	6,000	7,000
<b>TOTAL INCOME</b>	<b>143,146</b>	<b>146,823</b>	<b>157,014</b>
<b>EXPENSES</b>			
AUTO	1,000	1,000	1,000
BAD DEBTS	300		300
DEPRECIATION	800	700	700
DUES/SUBSCRIPTIONS	1,500	1,500	1,500
INSURANCE	3,000	3,500	3,500
MEMBERSHIP EVENTS	1,000	2,000	800
MISCELLANEOUS EXPENSES	500	500	500
NEWSLETTER	10,000	10,000	11,000
OFFICE EQUIP/REPAIR/SUPPLY	2,600	3,000	4,200
OFFICE SUPPLIES	3,000	3,000	4,000
OUTSIDE SERVICE-CONTRACTS	2,500	2,000	2,200
POSSESSORY INTEREST TAX	250	250	250
POSTAGE	3,000	3,000	3,500
PROMOTIONAL/PR/ADVERTISING	2,000	2,500	2,500
RENT	8,355	8,480	8,605
SPECIAL EVENTS			
COMMUNITY LUNCHEON	2,500	2,500	2,500
EXPO	4,000	4,000	5,000
GOLF	7,000	8,000	9,500
INSTALLATION	8,500	8,500	9,500
PARADE	4,000	4,000	5,000
SALARIES/BENEFITS	75,591	76,643	79,709
TELEPHONE	1,500	1,500	1,000
TRAVEL/EDUCATION/SEMINARS	250	250	250
<b>TOTAL EXPENSES</b>	<b>143,146</b>	<b>146,823</b>	<b>157,014</b>
<b>NET SURPLUS/LOSS</b>	<b>-</b>	<b>-</b>	<b>-</b>

4:30 PM

01/04/05

Cash Basis

**LOMA LINDA CHAMBER OF COMMERCE**  
**DECEMBER 04** Year to Date Budget vs. Actual 2004  
 January through December 2004

	Jan - Dec 04	Budget	\$ Over Budget
<b>Income</b>			
I. CHAMBER PUBL	3,778.10	1,000.00	2,778.10
I. INTEREST	65.63	150.00	-84.37
I. LL CITY RED.	48,700.00	49,173.00	-473.00
I. MEMB. EVENTS	582.00	3,000.00	-2,418.00
I. MISC. INCOME	445.12	500.00	-54.88
I. NEW MEMBERS	6,630.00	6,000.00	630.00
I. NEWSLETTER	15,051.75	12,000.00	3,051.75
I. RENEWALS	27,425.00	27,000.00	425.00
I. S.E. COM. LU	4,555.00	3,000.00	1,555.00
I. S.E. EXPO	8,700.00	7,000.00	1,700.00
I. S.E. GOLF	23,158.00	19,000.00	4,158.00
I. S.E. INSTALL	14,410.00	13,000.00	1,410.00
I. S.E. PARADE	9,332.50	6,000.00	3,332.50
<b>Total Income</b>	<b>162,833.10</b>	<b>146,823.00</b>	<b>16,010.10</b>
<b>Expense</b>			
E. AUTO	1,043.68	1,000.00	43.68
E. BAD DEBTS	347.00		
E. DEPRECIATION	696.00	700.00	-4.00
E. DUES & SUB.	861.00	1,500.00	-639.00
E. INSURANCE	710.00	3,500.00	-2,790.00
E. MEMB. EVENTS	738.92	2,000.00	-1,261.08
E. MISC.	595.98	500.00	95.98
E. NEWSLETTER	10,759.87	10,000.00	759.87
E. OFFICE EQUIP	3,452.19	3,000.00	452.19
E. OFFICE SUPPL	4,097.73	3,000.00	1,097.73
E. OUTSIDE SERV	2,133.05	2,000.00	133.05
E. POSSESS. TAX	445.20	250.00	195.20
E. POSTAGE	3,326.14	3,000.00	326.14
E. PROMO. P.R.	2,021.88	2,500.00	-478.12
E. RENT	8,479.83	8,480.00	-0.17
E. S.E. COM. LU	3,516.34	2,500.00	1,016.34
E. S.E. EXPO	5,359.50	4,000.00	1,359.50
E. S.E. GOLF	9,459.54	8,000.00	1,459.54
E. S.E. INSTALL	9,953.42	8,500.00	1,453.42
E. S.E. PARADE	8,966.07	4,000.00	4,966.07
E. SALARY & BEN	83,273.86	76,643.00	6,630.86
E. TELEPHONE	842.94	1,500.00	-657.06
E. TRAV. & EDUC	149.00	250.00	-101.00
<b>Total Expense</b>	<b>161,229.14</b>	<b>146,823.00</b>	<b>14,406.14</b>
<b>Net Income</b>	<b>1,603.96</b>	<b>0.00</b>	<b>1,603.96</b>

**LOMA LINDA CHAMBER OF COMMERCE  
MEMBERSHIP REPORT  
MONTH ENDING OCTOBER 2004**

	OCT. 04				OCT. 03						
Total Membership	233				216						
*Includes those on Delinquent List											
New Members (Year to Date)	34				33						
January	2	March	7	May	5	July	2	September	1	November	0
February	2	April	4	June	2	August	5	October	4	December	0
Membership Renewals (This Month)	9				12						
Total Income from Membership (This Month)	\$2,100				\$2,360						
Renewals:	\$1,310.00										
New Members:	\$ 650.00										
One Time Fees:	\$140.00										
Delinquent Memberships (This Month)	4				4						
Cancelled/Dropped Members (Year to Date)	15				24						
January	0	March	0	May	3	July	4	September	2	November	0
February	0	April	3	June	0	August	3	October	0	December	0

**LOMA LINDA CHAMBER OF COMMERCE  
MEMBERSHIP REPORT  
MONTH ENDING NOVEMBER 2004**

	NOV. 04				NOV. 03						
Total Membership	233				216						
*Includes those on Delinquent List											
New Members (Year to Date)	36				35						
January	2	March	7	May	5	July	2	September	1	November	2
February	2	April	4	June	2	August	5	October	4	December	0
Membership Renewals (This Month)	12				15						
Total Income from Membership (This Month)	\$2,520				\$2,960						
Renewals:	\$2,275.00										
New Members:	\$ 175.00										
One Time Fees:	\$70.00										
Delinquent Memberships (This Month)	9				6						
Cancelled/Dropped Members (Year to Date)	17				24						
January	0	March	0	May	3	July	4	September	2	November	2
February	0	April	3	June	0	August	3	October	0	December	0



**LOMA LINDA CHAMBER OF COMMERCE  
MEMBERSHIP REPORT  
MONTH ENDING DECEMBER 2004**

	DEC. 04				DEC. 03						
Total Membership	236				215						
*Includes those on Delinquent List											
New Members (Year to Date)	41				35						
January	2	March	7	May	5	July	2	September	1	November	2
February	2	April	4	June	2	August	5	October	4	December	5
Membership Renewals (This Month)	20				23						
Total Income from Membership (This Month)					\$3,220				\$3,330		
Renewals:	\$2,455.00										
New Members:	\$ 625.00										
One Time Fees:	\$ 140.00										
Delinquent Memberships (This Month)	5				5				5		
Cancelled/Dropped Members (Year to Date)	19				25						
January	0	March	0	May	3	July	4	September	2	November	2
February	0	April	3	June	0	August	3	October	0	December	2